

Message Text

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FM AMEMBASSY KHARTOUM

TO SECSTATE WASHDC 491

UNCLAS KHARTOUM 2319

E.O. 11652: N/A

TAGS: BEXP, NI SU, BC

SUBJECT: SEMI ARID LAND DEVELOPMENT TECHNICAL SALES SEMINAR

REF: (A) STATE 215774; (B) KHARTOUM A-82

1. PRELIMINARY CONTACTS WITH SAMPLE PROSPECTIVE INVITEES INDICATE STRONG INTEREST IN OBTAINING DETAILS FOR PURCHASE OF EQUIPMENT AND SUPPLIES WHICH SHOULD BE FIRST PRIORITY. SINCE MOST CONCERNED HAVE RECEIVED AGRICULTURAL TRAINING IN US (AND ARE KNOWLEDGEABLE IN US METHODS AND EQUIPMENT) TECHNICAL PRESENTATIONS WHILE USEFUL WILL BE LARGELY OF SECONDARY INTEREST. THEREFORE SUGGEST THAT INDUSTRY REPRESENTATIVES BRING WITH THEM FULL RANGE CATALOGS, SPECIFICATIONS AND PRICES FOR THEIR PRODUCTS AS WELL AS INFORMATION ON CREDIT FACILITIES.

W. INTEREST EXPRESSED BY PROSPECTIVE INVITEES IN SEMINAR TOPICS A THROUGH G PER REF (A) AS FOLLOWS:

A. ACCELERATING PRODUCTION OF WHEAT, RICE AND EDIBLE OIL CROPS (COTTON SEED, SESAME, AND PEANUTS).

B. INCREASED PRODUCTION AND PROCESSING OF LIVESTOCK FOR DOMESTIC EXPORT MARKETS.

C. INSECTICIDES, HERBICIDES AND FUNGICIDES NEEDED FOR INCREASED AGRICULTURAL PRODUCTION.

D. WELL DRILLING.

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E. TRACTORS, PLOWS AND DISCS.

F. GRAIN STORAGE AND HANDLING NETWORK (SEE KHARTOUM 2289).

G. PARTICULARLY FOR WHEAT, RICE AND OIL CROPS.

3. TOPIC H. AGRICULTURAL COOPERATIVES AND EXTENSION WOULD LEND
ITSELF WELL TO TECHNICAL DISCUSSIONS; RELATIVELY NEW AREA
FOR GOS WHICH HAS NOT YET ESTABLISHED FIRM POLICIES.

4. SEE REF (B) FOR MARKET RESEARCH DATA PERTAINING TO
SEMINAR.
BREWER

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